

# Hope and Life Outreach (HALO)

**NONPROFITS/FAITH-BASED |  
ENERGY SAVINGS**

Celeste Savage | Founder,  
CEO, and Executive Director | HALO



## How HALO saves energy to better serve the community

Since 2007, HALO has ministered to the homeless community in the Salisbury, Md., area. From serving meals on the street to running a women and children's shelter, HALO provides a much-needed hand to those they serve. Providing 86 beds and three meals a day, HALO is a major operation that requires plenty of resources. Of course, budgets are always a concern. Energy efficiency upgrades offered a clear opportunity for big savings that can have a large impact on the entire community.

### The opportunity

"The Center of Hope is our main facility, and it operates 24/7. That requires a lot of power for lights, refrigeration, and HVAC," says Founder, CEO, and Executive Director Celeste Savage.

With limited budgets available, HALO continually seeks to maximize its energy expenditures. That's why HALO has participated in Delmarva Power's energy efficiency programs for nearly a decade. Starting in 2013, HALO has completed multiple energy check-ups and energy-saving upgrades throughout its facilities.

### The upgrades

HALO's first upgrade project was the conversion to energy-efficient lighting. In all, 314 light fixtures were upgraded to LED bulbs. Because HALO's services run around the clock, this initial project needed to be as nonintrusive as possible.

## Savings at a glance

### Delmarva Power Energy Savings for Business

HALO completed several energy-saving upgrades and projects throughout its facilities, leaving more money to better serve its guests.

#### Program costs

**\$190,098**

total project cost

**- \$135,301**

incentive

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**\$54,797**

net project cost

#### Projected annual savings

**244,029**

kWh per year

**\$37,092**

per year

"There was no interruption to service," Savage says. "It was very professional. I was very pleased. The only thing we had to do was say 'yes.'"

This first positive experience led to nine additional energy efficiency projects. In total, HALO replaced its water heater, five refrigerators, and seven freezers.

### The benefits

HALO's energy efficiency upgrades provided benefits that went beyond cost savings. The lighting upgrades simply looked better. "I just love the energy savings, but I love the improvement in appearance, too," says Savage.

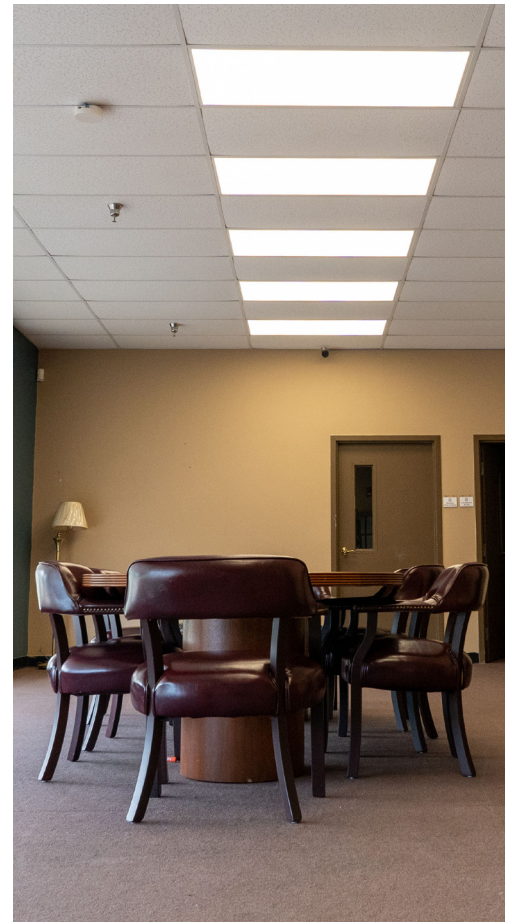
Replacing the old water heater had a huge and immediate impact as well. "Not only have we saved a tremendous amount on our electric bills, but we saw a major difference in the amount of available hot water," says Savage. "Updating and upgrading the old items saved us so much," Savage continues. "The major savings we've seen have been awesome. Plus, we don't have to worry about the units breaking down anymore."

Every dollar that HALO saves on electricity means more money is available to better serve its guests. **The group initially received \$135,301 in incentives and expects to save 244,029 kWh of energy each year—enough to power nearly 22 homes.**

The Delmarva Power Energy Savings for Business program provides financial incentives and technical assistance to help businesses maximize energy efficiency and reduce energy costs. Financial incentives can cover up to 70% of project costs.

## Get started now

For more information, visit  
**[delmarva.com/SmallBusiness](https://delmarva.com/SmallBusiness)**  
or call **866-353-5799**.



**"We'll definitely participate in future energy efficiency projects. It's more than just the financial savings. It's the peace of mind."**

—Celeste Savage | Founder,  
CEO, and Executive  
Director | HALO